

Message Text

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20

ACTION EB-11

INFO OCT-01 EA-11 ADP-00 AID-20 CIAE-00 COME-00 FRB-02

INR-10 NSAE-00 RSC-01 TRSE-00 XMB-07 OPIC-12 CIEP-02

LAB-06 SIL-01 OMB-01 NSC-10 RSR-01 /096 W

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R 200800 Z JUN 73

FM USLO PEKING

TO SECSTATE WASHDC 0280

INFO AMCONSUL HONG KONG

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E. O. 11652 N/ A

TAGS: ESTC, ETRD, CH

SUBJECT: AMPEX SALE OF VIDEO RECORDING EQUIPMENT TO CHINA

1. AMPEX HONG KONG SALES REPRESENTATIVE RAYMOND SMART CALLED ON USLO JUNE 19 AFTER SIGNING THREE CONTRACTS WORTH A TOTAL OF MORE THAN \$1 MILLION FOR THE SALE OF VIDEO RECORDING EQUIPMENT TO THE CHINA NATIONAL MACHINERY IMPORT AND EXPORT CORPORATION (MACHIMPEX). SMART SAID THIS IS HIS SECOND SALE TO CHINA; SIX MONTHS AGO MACHIMPEX PURCHASED SIMILAR EQUIPMENT WORTH \$70,000 FROM AMPEX.

2. BOTH AMPEX TRANSACTIONS INVOLVE EQUIPMENT NOT ON GENERAL LICENSE FOR EXPORT TO THE PRC. FOLLOWING THE INITIAL SALE, SMART SAID, AMPEX DILED LICENSE APPLICATIONS WITH DEPARTMENT OF COMMERCE OFFICE OF EXPORT CONTROL (OEC) WHICH WERE APPROVED FIVE OR SIX MONTHS LATER. THE DELAY CREATED NO PROBLEMS, HE ADDED, SINCE MACHIMPEX WAS NOT IN A HURRY TO TAKE DELIVERY.

3. IN THE CURRENT SALE, HOWEVER, MACHIMPEX IS PRESSING FOR EARLY DELIVERY, SMART SAID. AMPEX WILL BE FILING LICENSE APPLICATIONS SHORTLY WITH EC. AS WAS DONE FOR THE PREVIOUS SALE, THESE APPLICATIONS WILL BE ACCOMPANIED BY LETTERS FROM MACHIMPEX EXPLAINING THE INTENDED USE OF THE EQUIPMENT INVOLVED, SINCE MACHIMPEX WILL NOT AGREE TO FILL OUT STANDARD FORMS FC 842 OR 843.

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4. SMART EMPHASIZED THAT THE THREE NEW CONTRACTS INVOLVE EQUIPMENT WHICH HAS ALREADY BEEN APPROVED FOR EXPORT TO EASTERN EUROPE AND WHICH IS SIMILAR IN MOST IMPORTANT RESPECTS TO THAT WHICH AMPEX SOLD EARLIER TO CHINA. HE THEREFORE HOPED THAT OEC WILL BE ABLE

TO ACT QUICKLY TO APPROVE THE NEW LICENSE APPLICATIONS.

5. USLO ADVISED SMART THAT WE DO NOT KNOW HOW LONG IT WILL TAKE
TO PROCESS THESE NEW APPLICATIONS, BUT THAT WE WOULD ALERT WASHINGTON
TO HIS COMPANY'S INTEREST IN SPEEDY HANDLING OF THE APPLICATIONS.

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Message Attributes

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Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: willialc
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
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